**RAHUL PATIL (Senior Business Development Executive)**

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# PROFESSIONAL SUMMARY

* Experienced executive with 1.5 years of experience as a business development associate in Byjus.
* Worked in B2C sales model where aggressive field tasks were involved. Tasks includes meeting clients and closing the deals onspot.
* Additional 6 Months of experience in international voice process for Air Canada.
* Generating leads and reaching out to customers via call, email, and Linkedin
* Involved in the full process from cold calling, financial negotiations, and final closures.
* Involved in financing processes for loans, payments, and enrollment.

# EDUCATION

* BBA (MARKETING MANAGEMENT) - 2017
* HSC 12th Science - Balwant College - 2014
* SSC 10th - Modern Education Society - 2012

# SKILLS

| Student CounselingProspecting & Discovery  * Experience using CRM * Objection Handling * Strategic Selling * Closing Deals * Experience selling digital products (Byjus-Tablet) * Handled digital campaigns |  |
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| EXPERIENCE **BYJUS (Byjus Tuition Center):** BYJU'S offers highly personalized and effective learning programs for classes 1 - 12 (K-12), and aspirants of competitive exams like JEE, NEET etc.  **Role: Business Development Executive**  **Responsibilities:**   * Interacting with customers/ parents to generate leads by reaching out to them via cold calling and emails. * Manage operations of the BTL activity * Maintaining meaningful relationships with existing clients to ensure that they are retained. * Suggesting upgrades or added products and services that may be of interest to clients. * Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs. * Negotiating with clients to secure the most attractive prices. * Equipping staff with the technical and social skills needed to enhance sales. * Reviewing clients' feedback and implementing necessary changes. * Document and update CRM with daily activities as required. * Achieve weekly and monthly goals. * Remain knowledgeable about all organisation's products and services to facilitate sales efforts. * Completing input numbers on daily basis and taking up revenue responsibilities.   **WNS:** It is a leading Business Process Management (BPM) company.   * **6 months of experience in International Voice Process for Air Canada.** * **Period 16-11-2018 to 15-05-2019**   **ROLE: Customer Support Executive**  **Responsibilities:**   * Experience working with the luggage management team for Air Canada. * Involved in tracking the lost client luggage via baggage handling portal. * 6 months of experience on the floor with senior executives within the team to understand and learn the processes. |  |
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